

Written Statement for the Record

For

United States Department of Commerce Nominee for Assistant Secretary for Global Markets and Director General of United States and Foreign Commercial Services

E. Erin Walsh

Thank you Chairman Crapo, Ranking member Senator Brown, members of the Banking Committee. I am grateful for the opportunity to appear before you today. I am very honored to be here as the President Trump's nominee for Assistant Secretary for Global Markets and D.G. for the US and Foreign Commercial Service.

And I am so honored to have my family with me on this special day. If you don't mind, I would like to take a moment to introduce them. My mother, June and my father Michael a retired attorney – they both served in the Reagan and Bush Administrations. My sister Molly, currently serving at the Department of Defense and my beloved sister Anne. While my parents met in Washington, we grew up in Portland Oregon.

I bring to this nomination over 30 years of public and private sector experience.

During this time, I have built a strong track record in four key areas: *Strategy and Program Development* for market entry/expansion, political and/or policy advancement; *Design-Build Scalable Models* to promote products or programs regionally or globally; *Complex Negotiations*; and *Public-Private Partnership Creation* at local, national and international levels. I have extensive knowledge of foreign affairs in Asia, Middle East, and Africa and have traveled or worked in 100 countries.

I earned my undergraduate work at Georgetown University and started as an intern for three years at the White House before landing a full-time position in the Office of Political Affairs. I also worked at the Department of Energy, and from there had the opportunity to join the US Department of State and serve as the Deputy Manager and then acting Manager of Blair House, the President's guest house. During my tenure there, we hosted over 60 heads of State and

Governments. I was then asked by Ambassador Thomas Pickering to come to the US Mission to the UN and serve as Chief of Protocol. It was an incredible five years in the world's largest diplomatic community. But starting in 1992 I started to see cables come across my desk that seemed unimaginable. Particularly after witnessing the revolutionary fall of the Berlin wall in 1989 and the euphoria that came with it. These cables referred to the conflict in Bosnia. As I continued to read the news and the cables I felt I had to go to see for myself. I resigned my position at USUN to join UNICEF as head of emergency operations in Tuzla during in 1994. I later left Bosnia to attend graduate school at the London School of Economics and then returned to Sarajevo to work with the UN as an Economic and Political Affairs Officer. In preparing for post war conflict operations, there was an enormous gap in the lack of focus on economic development and investment. Over 20 years later, we can see the outcome and results today. No economic development, high unemployment and the presence of ISIS in Europe.

After returning from Bosnia, I came home and wrote a proposal focused on Education, Technology and job creation and got an offer from Cisco. The firm provided a platform allowing me to build a strong partnership organization to bring the Cisco Networking Academy Program to 90 countries, in Africa, Asia Pacific, central America and included 41 of the Least Developed Countries in the world. In the late 1990's we began to strong Chinese investment in these areas. Times were changing and so was the playing field.

After several years in the private sector, I returned to the State Department in 2005 to serve as Senior Advisor in the Bureau of Near Eastern Affairs. I was recruited to formulate and execute a strategic plan to advance US policy interests, strengthen alliances and establish and/or expand programs focused on women across 16 countries in the Middle East and North Africa. I also served on the US-Saudi Arabia Strategic Dialogue, Human Development Working Group.

I was then hired by Goldman Sachs to lead the firm's philanthropic activities in Asia Pacific. I developed a long-term strategic platform in Asia, seeking to foster economic growth and opportunity, through investment in the community, public engagement and partnership building. I incorporated global Goldman Sachs Foundation programs and *Goldman Sachs Gives*, and created a portfolio of multi-year, regional and country specific programs aligned with the firms focus and the economic/development goals of 11 countries where investments had been made.

Major programs included: Goldman Sachs *10,000 Women* Initiative (40 percent of women from Asia); China Breast Cancer Initiative.

From I have seen first-hand the role that the private sector can play in facilitating and enhancing America's prominence abroad and in advancing US values.

I know the critical role the US government plays in leveling the playing field to ensure US companies can compete abroad, and to ensure that our foreign competitors abide by their commitments and play by the same rules.

I have also seen what happens when US policy is not carried out or implemented in a way that facilitates business.

I am passionate about the mission of the Department of Commerce and can think of nothing more meaningful or impactful than creating jobs through promoting US exports or attracting foreign direct investment into the United States. In addition, I believe the direction that Secretary Ross is taking to ensure we have fair and reciprocal trade with our partners will ensure America's continued growth and vitality.

I am deeply grateful to President Trump, and Secretary Ross for their leadership. I am honored to be nominated by the President and am grateful to the Secretary for his confidence and support.

In the past couple of weeks, I have had the opportunity to meet with a number of the dedicated civil servants and foreign commercial officers who constitute the leadership of the International Trade Administration's Global Markets, and the U.S. Foreign Commercial Service, and I find in them a kindred spirit, one that is driven to help American companies succeed. Because they share my belief that there is nothing more meaningful or powerful than helping to create jobs that put people to work. Trade, exports and FDI are a powerful engine for economic growth. With 95% of the world's population outside of the US and more than 1 in 5 American jobs supported by trade, the Office of Global Markets has a critical role to play. Last year alone, for every \$1 appropriated to Global Markets, an estimated \$192 was returned to the American economy in the form of increased exports and foreign direct investments for a total impact of \$62.2 billion, which supported approximately 300,000 U.S. jobs.

If confirmed I look forward to having the opportunity to lead this organization, and will bring to it my global experience and business background as well as my knowledge of how to leverage government resources to ensure its efficiency and effectiveness.

Thank you for your time today and for your consideration of my nomination.